

Message Text

SECRET

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E.O. 11652: GDS
TAGS: MPOL, NATO, AWACS, GW, IT
SUBJECT: NATO AWACS: PROPOSED LETTER FROM SECRETARY
BROWN TO MINISTER APEL

REFERENCE: STATE 119859 DTG 110030Z MAY 78

1. IN OUR VIEW, THE DRAFT LETTER, CONTAINED IN REFTEL,
FROM SECRETARY BROWN TO MINISTER APEL IS VERY GOOD AND
MAKES THE RIGHT POINTS.

2. AS WE ARE REPORTING VIA SEPTTEL, IT IS CLEAR FROM
RECENT PUBLIC STATEMENTS BY APEL ON AWACS, AND FROM OUR
CONVERSATIONS WITH GERMAN OFFICIALS, THAT APEL, AS A
MAJOR POLITICIAN WHO ASPIRES TO THE CHANCELLORSHIP,
NEEDS TO BE PERCEIVED BY THE GERMAN PEOPLE AND THE
BUNDESTAG AS WORKING HARD FOR "TWO-WAY STREET"
CONCESSIONS IN AN AWACS CONTEXT. HE WILL PRESS
ENERGETICALLY FOR AWACS, BUT HE WANTS TO BE SEEN AS
WORKING HARD AS WELL FOR GERMAN NATIONAL ECONOMIC
INTERESTS.

3. THEREFORE, WE AGREE VERY MUCH WITH THE LANGUAGE
ON THE TELEPHONE NEGOTIATIONS AND ON GEPARD IN THE
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DRAFT LETTER TO APEL. BY AGREEING TO THE TELEPHONE
NEGOTIATIONS, AND BY KEEPING THE DOOR TO GEPARD EVEN
SLIGHTLY AJAR, THE LETTER SHOULD VERY SIGNIFICANTLY
ENHANCE THE PROSPECT THAT APEL WILL BE ABLE TO CONVINCE
THE BUNDESTAG TO AGREE TO GERMAN PARTICIPATION IN AWACS.

4. WE HAVE THE FOLLOWING SPECIFIC SUGGESTIONS

REGARDING THE TEXT OF THE DRAFT LETTER TO APEL:

A. WE BELIEVE THE LETTER SHOULD HIGHLIGHT THE FACT THAT THE LARGEST GERMAN PAYMENTS FOR AWACS WOULD TAKE PLACE IN LATER YEARS, AND WE FEEL THIS SHOULD BE QUANTIFIED IN A GENERAL WAY IN THE LETTER. SUCH AN ADDITION TO THE LETTER COULD PROVE USEFUL TO APEL IN HIS CONTACTS WITH BUNDESTAG MEMBERS.

B. IN PARA 5 (BEGINNING WITH "I AM ATTACHING A PAPER ..."), WE WOULD SUGGEST THAT THE THIRD SENTENCE BE SOFTENED. "THE CLAIM WHICH SOME MAKE" IS MADE, AMONG OTHERS, BY APEL AND THE CHANCELLOR. THEREFORE, TO SAY THAT IT IS "INACCURATE" COULD IRK APEL. WE WOULD SUGGEST SOMETHING ALONG THE FOLLOWING LINES: "THEREFORE, I DO NOT BELIEVE THAT OTHER PROCUREMENTS ARE ESSENTIAL TO COMPENSATE FINANCIALLY FOR THE AWACS PARTICIPATION."

C. IN THE SAME PARA, FOURTH SENTENCE, THE TERM "SO-CALLED" SHOULD BE DELETED AS A MODIFIER TO "TWO-WAY STREET." TO THE GERMAN MIND, "SO-CALLED" SUGGESTS VERY MUCH "IN NAME ONLY" (E.G., THE STANDARD GERMAN REFERENCE TO THE "SO-CALLED GERMAN DEMOCRATIC REPUBLIC.")

D. IN PARA 6 (BEGINNING WITH "IN THAT CONNECTION YOU MAY ASSURE ..."), WE BELIEVE IT MIGHT BE USEFUL TO
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MENTION THAT THE US GOVERNMENT IS ALSO STUDYING THE POSSIBILITY OF PROCURING GERMAN TACTICAL VEHICLES FOR USE BY US FORCES IN GERMANY. IF WASHINGTON FEELS THERE IS ANY CHANCE OF SUCH PROCUREMENT, WE BELIEVE A MENTION OF IT IN THE LETTER TO APEL WOULD BE QUITE APPROPRIATE AND MIGHT STRENGTHEN HIS HAND VIS-A-VIS THE BUNDESTAG.

E. IN PARA 7 (BEGINNING WITH "WE HAVE ALREADY..."), WE VERY MUCH LIKE THE THRUST AND INTENT OF THE SECOND SENTENCE. HOWEVER, TO OUR KNOWLEDGE, JTIDS AND PATRIOT HAVE NOT BEEN FORMALLY OFFERED FOR CO-PRODUCTION. THEREFORE, WASHINGTON MIGHT WISH TO REVIEW THIS SENTENCE.
STOESSEL

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